

To: Mayor & City Council Through: City Manager

Agenda Item Number 42 Meeting Date 9/13/01

**SUBJECT:** Award of Invitation for Bid #01-093 – Municipal Water Treatment Chemicals

PREPARED BY: Ron Hughes, CPPB, Procurement Officer, 480-350-8533

**REVIEWED BY:** Ron Gauthier, CPPO, Central Services Administrator, 480-350-8405

**BRIEF:** Request to award a bid for municipal water treatment chemicals.

**COMMENTS:** Purchases (1004-01) Request to award a cooperative supply contract for municipal water treatment chemicals for estimated annual expenditures as follows, Group 9 (primary) to Rhodia, Incorporated for \$1,152,100, Groups 17 and 32 to Lucier Chemical for \$131,800, Groups 20A & B, 21A & B, 22A & B (Secondary), 23A & B, 26 and 27 to Polydyne Incorporated for \$255,636, Groups 18 (secondary) and 19, (primary), to Cal Pacific Carbon for \$310,000, Group 3 to Kemiron for \$409,500, Groups 13 (Primary) and 14 (secondary) to DPC Enterprises for \$71,280, Group 4A to General Chemical for \$27,000, Group 22B (Primary) and 31 to Tramfloc for \$54,980, Group 4B and 9 (Secondary) to Chalum Incorporated for \$180,000, Groups 5, 10, 11, 12B, C, D, E, F, 14 (Primary), 16, 15, 28, 29, 30, 34, 35, 36, 38B, 39, 40, 42, 43, and 45 to Hill Brothers for \$754,646, and Groups 1, 2, 6, 7, 8, 12A, 13 (Secondary), 24A, 24B, 25, 41 and 46 to Thatcher Company for \$797,900, and Groups 18 (Primary) and 19 (Secondary) to Norit Americas for \$593,750. The City of Tempe's portion of purchases from these cooperative contracts will be approximately \$2,335,000 including applicable taxes.

Document Name: (20010913fsrh01) Supporting Documents: Yes

## **SUMMARY:** Historical background

For the past 18 years, the City of Tempe has successfully bid and administered a supply contract for water treatment chemicals. The new contract allows for water treatment chemicals to be ordered and delivered on an as needed basis according to water production and seasonal demand needs. These chemical additives cover a wide range of water production, sewer treatment and swimming pool applications.

For the past 10 years, the Tempe Procurement Office has taken the lead in bidding a water treatment chemical contract for cooperative use by other cities and towns throughout Arizona. This cooperatively bid contract has resulted in significant volume based pricing discounts by consolidating the needs of participating agencies into a single bid.

## **Evaluation Process**

Specifications were developed by participating water departments of various cities, including the City of Tempe and by the Tempe Procurement Office. Bid responses were reviewed for conformance to the terms, conditions and specification requirements of the City's Invitation for Bid as well as to costs. Bid Solicitation Notices were mailed to 35 registered bidders and 20 bid responses were received. The Invitation for Bids was also placed on the City Procurement Office web page and publicly advertised.

Thatcher submitted a bid for Group 12F that was considered non-responsive because their minimum order point exceeded the stated annual usage within the City's solicitation. Vulcan Chemical submitted a bid for Groups 20A and B, 21A and B, 22A and 23A that was considered non-responsive because their basis for pricing was based on quantities far larger than annual usage requirements of the City's solicitation.

All other chemical firms submitted bids for products meeting the City's specification requirements and price breaks were given for the required volume quantities.

## **Award Decision Factors**

- ❖ Conformity to all required specifications meeting critical needs
- Lowest overall costs
- Established local and national vendors
- \* Registered products.

**FISCAL NOTE**: Sufficient funds have been appropriated in account(s) 3013, 3014, 3022, 3033, 3034, 3122, 3123, 3133 and 3144-6310

RECOMMENDATION: It is recommended that the City of Tempe Council award this bid for municipal water treatment chemicals as follows: Group 9 (primary) to Rhodia, Incorporated for \$1,152,100, Groups 17 and 32 to Lucier Chemical for \$131,800, Groups 20A & B, 21A & B, 22A & B (Secondary), 23A & B, 26 and 27 to Polydyne Incorporated for \$255,636, Groups 18 (secondary) and 19, (primary), to Cal Pacific Carbon for \$310,000, Group 3 to Kemiron for \$409,500, Groups 13 (Primary) and 14 (secondary) to DPC Enterprises for \$71,280, Group 4A to General Chemical for \$27,000, Group 22B (Primary) and 31 to Tramfloc for \$54,980, Group 4B and 9 (Secondary) to Chalum Incorporated for \$180,000, Groups 5, 10, 11, 12B, C, D, E, F, 14 (Primary), 16, 15, 28, 29, 30, 34, 35, 36, 38B, 39, 40, 42, 43, 44 and 45 to Hill Brothers for \$754,646, and Groups 1, 2, 6, 7, 8, 12A, 13 (Secondary), 18 (Secondary), 19 (Secondary), 24A, 24B, 25, 41 and 46 to Thatcher Company for \$797,900 and Groups 18 (primary) and 19 (secondary), to Norit Americas for \$593,000. The City of Tempe's portion of purchases from these cooperative contracts will be approximately \$2,335,000

**Approved by:** Ron Hughes. CPPB

Procurement Officer

including applicable taxes.

Tom Hartman

Control Center Supervisor

A.MAGNIFLOC 592C 55GL B.MAGNIFLOC 592C BULK	A.MAGNIFLOC 591C 55GL B.MAGNIFLOC 591C BULK	POW.ACT.CAR.HYPRO-O	POW.ACT.CARBON-PAC	LIQUID FLUORIDE	SOD.HYPOCHLORITE	50KG 150KG	POT.PERMANG 100KG	IN 1 TON CYLINDERS	LIQUID CHLORINE	LIQUID CHLORINE IN 150LB.CYLINDERS				C Cherch	MURATIC ACID 1GL	GRAN.CALC.HYPOCH	SODA ASH	LIQ.ALUMINUM	QUICK LIME	BULJ	DRUMS LIQ.CAUSTIC SODA	DRUMS LIQ CAUSTIC SODA	LIQ.CAUSTIC SODA	ALUM SULFATE WET	ALUM:SULFATE DRY	FERRIC CHLORIDE	HYDRATED LIME	SOD.FLUORIDE
1,100 1,100	1,100	1,000,000	1,250,000	100,000	16,000	30,000 30,000	30,000		1,200	200,000	5000	5000	4000	200	100	8,000	3,000	10,000	100		500,000	12,000	100,000	500,000	100	2500	160	40
GALLONS	GALLONS	POUNDS	POUNDS	GALLONS	GALLONS	ରି ଚି	ର		TONS	POUNDS	BULK	DRUM	GALLONS	GALLONS	GALLONS	POUNDS	POUNDS	TONS \$	TONS		GALLONS	GALLONS	POUND	GALLONS	SNOT	SNOT	TONS	SNOT
N/B B	N/8 8	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N 2	N N	N/B	N/B	1,152,100.00	N/B		N/B	B/N	N/B	N/B	N/B	N/B	N/B	RHODIA INC. N/B
N/B	N/B	N/B	N/B	N/B	N/B	\$ 52,890.00 \$ 41,880.00	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	B/B	N/B	0 N/B	N/B		N/B	N/B	N/B	N/B	B/N	N/B	N/B	CARUS CHEMICAL N/B
N/B	N/B 8/N	N/B	N/B	\$ 110,000.00	N/B	N	N/8		N/B	N/B	N/B	N/B	N/B	N. S	N N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	LUCIER CHEMICAL N/B
N/8	N/B	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	Z Z (8) (8)	N/B	N/B	N/B	N/B		\$ 740,000.00	N/B	N/B	N/B	N/B	N/B	N/B	WESTERN STATES N/B
N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/8	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	AQUA SERV N/B
N/B	N/B	N/B	\$ 556,250.00	B/N	N/B	N/B	N/B		N/B	N/B	N/B	N/6	N/B	N/B	N N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	WATERLINK B.SUTCLIFFE N/B
N N/R	N N/R	N/B	N/B	N/B	N/B	N/8	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N N	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	VULCAN CHEMICAL N/B
\$ 4,906.00 \$ 4,317.50	\$ 2,645.50 \$ 2,079.00	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	B/N	N/B	N/B	POLYDYNE INC N/B
N/B	N/B	\$ 310,000.00	\$ 620,000.00	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	CAL PACIFIC CARBON N/B
N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N N	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	\$ 409,500.00	N/B	KEMIRON N/B
N N/8	N.B.	N/B	N/B	N/B	\$ 7,680.00	N/B	N/B		\$ 308,400.00	\$ 70,400.00	N/B	N/B	N/B	N/B	Z Z/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	0 N/B	N/B	DPC ENTERPRISE N/B
N/B	N/B 8	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	Z Z Ö Ö	N/B	N/B	\$ 3,000,000.00	N/B		N/B	N/B	N/B	\$ 202,500.00	\$ 27,000.00	N/B	N/B	GENERAL CHEMICAL N/B
Z/8	N/B	N/B	N/B	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N 8	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/E	SABRE OXIDATION N/B
e> e>	& & 4 ()	<b>\$</b> 500,	\$ 625,	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B 8/8	N/B	N/B	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	TRAMFLOC INC N/B
6,050.00 4,895.00	4,180.00 2,860.00	500,000.00	625,000.00	₩	8	or or	σ.		ω	u	w	ω	w	ω	w co	co	σ	es	ω		w	w	w	œ  ↔	w	w	ω	
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N/B	N/B	N/B	N/B	\$ 149,430.00	N/B	N/8	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N N/B	N/B	N/6	N/B	N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	PENCCO INC N/B
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NET N/A		NET N/A	N/A	NET N/A	NET N/A	NET N/A	NET N/A	NET N/A	N/A	N/A NET	NET N/A	NET N/A	N/A	NRT N/A	N/A	N/A			TERMS TAX	יו די
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	B/N	N/B	GALLONS	45,000	FERROUS SULFATE	Ð
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/8	N/B	GALLONS	30,000	SULFURIC ACID	SI
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	500	HYDROCHLORIC ACID	Į,
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/E	N/B	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	6,270	SODIUM BISULFITE	SC
N/B		N/B	N/B	N/B	N/B	\$ 48,000.00	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	40,000	SOD.HYPOCH. BLEACH	SC
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	\$ 30,712.00	N/B	N/B	N/B	N/B	GALLONS	1,760	HYPERSPERSE AS150	IJ
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	150,000	3"CALC.HYP.TAB.NSF REVERSE OSMOSIS	교육
N/B		Z/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	250,000	3"CALC.HYP TAB.NSF ANTI SCALANT	<u>≯</u> ω <sub></sub>
N/B		N/G	N/B	N/B	N/B	B/N	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	10,000	3" CHL.POOL TAB.WHT #670574	# 3 <u>1</u>
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	7000	3"CHL.POOL TAB PPG	ယ္ဒ
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	500	10% POOL CHLORINATOR	10
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	12,000	THIOGUARD 53	≠
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	500	CYANURIC ACID DRY	Q
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUND	2,000	TRICHLOR TABLET 3"	11
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	TONS	400	CARBON DIOXIDE	δ
127,400.00	G	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	\$ 21,800.00	N/B	N/B	POUNDS	200,000	FLUOROSILIC ACID	P
N/B		00 N/B	\$ 48,300.00	N/R	N/B	N/B	N/B	N/B	N/B	\$ 65,650.00	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	10,000	SODIUM CHLORITE	
N/B		N/B	N/B	N/8	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	1,000	TRICHLOR GRANULAR	#
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	2,000	CALCIUM CHLORINE PRILL	Ō
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	N/B	POUNDS	5,000	SODA BICARBONATE	Š
N/B		00 N/B	\$ 108,000.00	N/B	N/B	N/B	N/B	N/B	\$ 75,600.00	\$ 136,800.00	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	40,000	CAT FLOC TL BULK	ρ
N/B		00 N/B	\$ 208,000.00	N/B	N/B	N/B	N/B	N/E	\$ 151,200.00	N/B	B/N	N/B	N/B	N/B	N/B	N/B	GALLONS	80,000	C-358P BULK	O
N/B		N/B	N/B	N/B	N/B	N/B	N/B	N/B	\$ 10,744.80	\$ 15,400.00	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	2,200	A333P 55GL	Þ.
/B //B	N/8	N/B	N/8	N/B	N/B	N/B	N/B	N/B	N/B	\$ 18,480.00 \$ 18,480.00	N/B	N/B	N/B	N/B	N/B	N/B	GALLONS	2,200 2,200	A.ALUM.CHLOHYDR.55GL B.ALUM.CHLOHYDR.BULK	in >
В	N/B	N/B	\$ 6,250.00	N/B	N/B	N/B	N/B 5	N/8	\$ 4,258.00	N/B	N/B	N a	N/B	N/B	N/8	Z 2	GALLONS	1,000	B.N120P BULK	gg 3
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(i)	N/B	O O N/8	\$ 7,920.00 \$ 6,680.00	N/B B	N/B 8/	N N	N/B 8/B	Z Z/85	\$ 5,372.40 \$ 8,791.00	N/00 N/70	N N	N N/8	N/80 80	N/B	N N/65	N N W	GALLONS	1,100	A.MAGNIFLOC 1849A 55GL B.MAGNIFLOC 1849A BULK	œ >